

Message Text

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PAGE 01 OSLO 04128 241428Z
ACTION EUR-12

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-----095692 250301Z /12
R 241328Z AUG 78
FM AMEMBASSY OSLO
TO USDOC WASHDC
INFO SECSTATE WASHDC 6362

UNCLAS OSLO 4128

USDOC FOR COMMERCIAL REPRESENTATION DIVISION

E.O. 11652: N/A
TAGS: AFSI, BEXP, NO
SUBJ: USDOC TRAINING FOR FSL TOM BJORNLAND

1. SUMMARY: COMMERCIAL SPECIALIST TOM BJORNLAND, FSL-4, WILL ESCORT 17-MEMBER FOREIGN BUYER GROUP TO CHICAGO MACHINE TOOL SHOW IN SEPTEMBER. EMBASSY PROPOSES CONSULATION/ORIENTATION FOR BJORNLAND AT USDOC WASHINGTON DC SEPT. 11-12 AND AT NEW YORK FIELD OFFICE SEPT. 14. END SUMMARY.

2. BJORNLAND IS FAR INTO PHASE I OF USDOC CAREER DEVELOPMENT PROGRAM. HE HAS COMPLETED NEARLY ALL OF CORRESPONDENCE COURSE, AND HAD SUFFICIENT ON-THE JOB TRAINING TO HANDLE PRACTICALLY ALL TYPES OF ROUTINE COMMERCIAL SECTION WORK DURING RECENT THREE WEEK ABSENCE OF SENIOR COMMERCIAL SPECIALIST. HIS BACKGROUND (UNIVERSITY BUSINESS DEGREE AND EXPERIENCE AS SALES MANAGER OF SUCCESSFUL COMPANY MANUFACTURING ELECTRONICS PRODUCTS FOR DOMESTIC AND FOREIGN MARKETS) PLUS NATURAL ABILITIES AND INDUSTRIOUSNESS HAVE MADE HIM VALUABLE TO COMMERCIAL SECTION PRACTICALLY FROM HIS FIRST WEEK HERE. TWO DAYS IN USDOC AND EXPOSURE TO NEW YORK FIELD OFFICE OPERATION AS CONTEMPLATED BY PHASE II OF TRAINING PROGRAM, WILL HELP BJORNLAND

UNCLASSIFIED

PAGE 02 OSLO 04128 241428Z

APPRECIATE DETAILS AND SCOPE OF US EXPORT PROGRAM, AND INCREASE HIS COMPETENCE AND CREDIBILITY IN DEALING WITH US AND NORWEGIAN BUSINESSMEN.

3. TRAINING SURVEYS ON BJORNLAND, PER A-3217, 1977, POUCHED JULY 31 TO USDOC/CRD.

4. EMBASSY WILL FUND TRAVEL AND PER DIEM EXCEPT FOR
OSLO-CHICAGO-OSLO TRANSPORTATION AND CHICAGO HOTEL ROOM,
WHICH TRAVEL AGENCY IS PAYING.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
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Disposition Date: 01 jan 1960
Disposition Event:
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SAS ID: 1633751
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Status: NATIVE
Subject: USDOC TRAINING FOR FSL TOM BJORNLAND
TAGS: AFSI, BEXP, NO
To: COM
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